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Global Pharma Chooses MINT to Digitalize External Manufacturing and Procurement



A global pharmaceutical and medical devices manufacturer selected **TraceLink MINT** to orchestrate its external manufacturing and supplier network. With MINT, the company will digitalize and automate supply transactions to improve responsiveness and execution across external manufacturing and procure-to-pay (P2P) processes.

Customer Business Challenges

- Manual, fragmented ordering and reconciliation increases errors and inefficiency.

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Company Type

- MAH / Brand Owner

Company Scope

- 40 CMOs
- 200+ Global Customers
- Operates in 90+ Countries

Key Sponsors

- Chief Operating Officer
- Head of Procurement
- Technical Operations Manager

Customer Business Challenges

- Manual, fragmented ordering and reconciliation increases error
- Lack of real-time visibility into CMO inventory drives long lead times and stockouts
- Disconnected systems and manually tracked metrics increase inefficiency

Partners Orchestrated

- CMO / CPO
- Carrier / Freight Forwarder
- Healthcare System
- MAH / Brand Owner
- 3PL / iPL
- Materials Supplier
- Distributor / Wholesaler

Key MINT

- PO, PO A
- Advance Forecast Release
- Inventory Order Status
- Procure-to-Pay

The Solution

- Digitalizing and orchestrating P2P boosts speed, efficiency, and accuracy
- Standardized exchange of forecasts, POs, ASNs, and inventory
- Real-time production and inventory insight boosts on-time pay

Target KPIs for Engagement

35%+	2,400	50%
Reduction in P2P Cycle Time	Manual PO Hours Eliminated Yearly	Fewer Order / Forecast Errors

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- Lack of real-time visibility into CMO inventory drives long lead times and stockouts.
- Disconnected systems and manually tracked metrics increase late shipments

and risk.

The Solution

- Digitalizing and orchestrating P2P boosts speed, efficiency, and coordination across CMOs.
- Standardized exchange of forecasts, POs, ASNs, and inventory data reduces errors.
- Real-time production and inventory insight boosts on-time payments, revenue, and service.

Target KPIs:

- **35%+** reduction in P2P cycle time
- **2,400** manual PO hours eliminated yearly
- **50%** fewer order and forecast errors

Download the OPUS Orchestration Journey to learn more.

OPUS Orchestration Journey **MINT for External Manufacturing Supply Chain** **Digitalization, IT, Procurement, Supply Chain**

Contact us to learn more about digitalizing your global trading partner network on a single platform!

Fill out the form to contact us now.

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